

Message Text

UNCLASSIFIED

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65

ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 XMB-04 TRSE-00 OPIC-06 /028 W

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R 181211Z JUL 75

FM AMEMBASSY CAIRO

TO SECSTATE WASHDC 5255

INFO USDOC WASHDC

AMEMBASSY BEIRUT

UNCLAS CAIRO 7081

E.O. 11652: NA

TAGS: BEXP EFIN EG

SUBJECT: IBRD FINANCED STUDY OF EGYPTIAN OVERALL TRANSPORT
REQUIREMENTS (IBRD LOAN NUMBER 1098 EGT)

1. LOUIS BERGER INTERNATIONAL CORPORATION (100 HALSTED STREET, EAST ORANGE, NEW JERSEY, 07019) IS ONLY AMERICAN FIRM INVITED BY TRANSPORT PLANNING AUTHORITY OF MIN OF TRANSPORT TO SUBMIT PROPOSAL FOR EGYPTIAN OVERALL TRANSPORT PLAN SPECIFIED IN CONDITIONS FOR IBRD LOAN FOR THE "SECOND RAILWAY PROJECT". BERGER WILL SUBMIT PROPOSAL BY THE JULY 31, 1975 DEADLINE.

2. OTHER COMPETITORS ARE:

A. ECONOMIST INTELLIGENCE UNIT AND ENGINEERING EG. HALCROW
(U.K.) SPENCE HOUSE, 27 STREET, JAMES PLACE, LONDON SW1A INT.

B. MOTT, HAY AND ANDERSON INTERNATIONAL LTD (U.K.) 20/26
WELLESLEY ROAD, CROYDON CRG 2 UL, SURREY, ENGLAND.

C. BCEOM (FRANCE)
1825 JEFFERSON PLACE, N.W. WASHINGTON, D.C. 20036
AND 15 MAX HYMANS SQUARE, PARIS 15, FRANCE

D. SWECO'S ORGANIZATION (SWEDEN)
P.O. BOX 5038
2, LINNEGATON S-10241 STOCKHOLM S, SWEDEN

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3. DEUTSCHE EISENBAHN CONSULTING (GERMANY)

GMBH FRANKFURT/MAIN OSKAR - SOMMER - STRASSE 15
GERMANY

F. SOTECNI (ITALY)
ROMA - ITALY

3. AMONG CONSULTANTS THIS CONTRACT IS CONSIDERED ON WORLDWIDE BASIS AS "TRANSPORT PLUM" FOR 1975. FIRST STAGE VALUED AT \$800,000 WITH \$2 MILLION FOR SECOND STAGE. THEREFORE, BERGER ANTICIPATES TOUGH COMPETITION. HALCROW HAS BEEN SUCCESSFUL IN OBTAINING CONTRACT FOR MASTER PLANNING STUDY OF THE MINISTRY OF HOUSING AND RECONSTRUCTION. SWECO WAS AWARDED MASTER PLANNING STUDY OF INDUSTRIAL CITY BETWEEN CAIRO AND SUEZ. SOTECNI, ACCORDING TO BERGER REPS, PROBABLY WILL BE TOUGHEST COMPETITOR WITH THEIR SOPHISTICATED SALES TECHNIQUES.

4. AFTER SUBMISSION OF PROPOSALS, EMBASSY WILL INDICATED TO PERTINENT GOVT OFFICIALS OUR INTEREST IN PROJECT AND ENDEAVOR TO SUPPORT BERGER AS APPROPRIATE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INDUSTRIAL DEVELOPMENT, TRANSPORTATION, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Draft Date: 18 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975CAIRO07081
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750249-0718
From: CAIRO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750739/aaaabixo.tel
Line Count: 82
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 11 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 FEB 2003 by ThomasVJ>; APPROVED <16 MAR 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: IBRD FINANCED STUDY OF EGYPTIAN OVERALL TRANSPORT REQUIREMENTS (IBRD LOAN NUMBER 1098 EGT)
TAGS: BEXP, EFIN, EG, IBRD
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006